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Staying Ahead of the Curve

By Ryan Sampson

In today's fast-paced real estate market, staying ahead of technological advancements is crucial to maintaining a competitive edge. At Eshenbaugh Land Company, we are embracing cutting-edge technologies that allow us to better serve our clients and streamline our operations. I'm excited to share some of the significant updates we are implementing to enhance our service delivery and communication.

One of the most exciting changes we're making is updating our phone system to deliver real-time site information directly to potential buyers. Over the next month we will be rolling out QR codes and property specific text extensions on our signs. Therefore, when a potential buyer calls the number on our signs or clicks the QR code, they will receive detailed property information instantly via text message. This not only improves the customer experience by providing immediate access to crucial details but also ensures that potential buyers have all the information they need right at their fingertips.

In addition, we are leveraging automated calling systems to follow up with prospects who have received emails about specific properties. These calls ensure that we are consistently engaging with potential buyers, keeping the conversation going, and maximizing the chances of closing a deal. This proactive approach helps us to stay connected with prospective buyers and provides a personalized touch that can make all the difference in the decision-making process.

Lastly, we are utilizing AI to refine our emails, listings, and proposals. With AI's assistance, we can craft communications that are not only accurate but also succinct, ensuring that our messages are clear, impactful, and aligned with our brand's voice. This helps us to communicate more effectively with clients and partners, enhancing the overall quality of our interactions.

By embracing these technological advancements, Eshenbaugh Land Company is positioning itself at the forefront of the real estate industry, delivering superior service to our clients and staying ahead of the competition. We are committed to continuous innovation and look forward to seeing the positive impact these changes will have on our business and our clients.

Ryan@TheDirtDog.com or (813) 417-5928



Inside the Dog Pound

by Bill Eshenbaugh, ALC, CCIM

I've been reflecting a lot lately on what it truly means to be in the relationship business. We often hear this term thrown around, but are we genuinely living up to it? I've encountered many instances, especially on platforms like LinkedIn, where the initial outreach feels more like a sales pitch rather than a sincere effort to build a connection.

I believe that our primary goal should be to build relationships where people genuinely like and trust us. When there is a foundation of trust, meaningful conversations and opportunities naturally follow. If we jump straight into trying to sell or offer something, it often comes off as impersonal and can even feel intrusive. True relationships require time and effort. We have to invest in getting to know others, understanding their needs, and showing that we genuinely care about their success and well-being.

This approach not only helps in building strong connections but also creates a network of relationships that are mutually beneficial and fulfilling.



So, let's ask ourselves: Are we putting in the effort to build authentic, effective relationships?

Are we prioritizing understanding others over simply pushing our own agendas?

It's these genuine connections that ultimately help us grow both personally and professionally.

Looking forward to building and nurturing more genuine relationships together.

Bill@TheDirtDog.com or (727) 410 -9595

From the Land... UP!

How Eshenbaugh Land Company Deals Have Grown the Tampa Bay Area



BEFORE

Metropointe
4.93 acre industrial site in St. Petersburg



AFTER

Sold to Coke in 2019 for a Distribution Plant



BEFORE

Bemac
23 acre site off Gunn Hwy



AFTER

Sold to Mattamy in 2020 for Townhouses

From the Land... UP!

continued

How Eshenbaugh Land Company Deals Have Grown the Tampa Bay Area



Coaster Commons



Egypt Shriners Facility



SE Quad of Ulmerton Rd. & 66th



Pond/Hotel/Retail

New Listings

AVAILABLE



3.28 acres – Hudson
SR 52 & Bruin Dr.
Zoned AR

Asking \$650,000

Advisor: **Tyler Woody**

[CLICK FOR DETAILS](#)

AVAILABLE



.68 acres – New Port Richey
Little Rd.
Zoned C2

Asking \$550,000

Advisors: **Chris & Jack**

[CLICK FOR DETAILS](#)

AVAILABLE



.87 acres – New Port Richey
Little Rd.
Zoned C2

Asking \$650,000

Advisors: **Chris & Jack**

[CLICK FOR DETAILS](#)

UNDER CONTRACT



10.07 acres – Dade City
Amberlea Rd.
Zoned AC

Asking \$425,000

Advisor: **Michael Strahan**

[CLICK FOR DETAILS](#)

AVAILABLE



8.2 acres – San Antonio
32001 County Rd. 52
Zoned PUD for C2

Asking \$3,200,000

Advisor: **Michael Strahan**

[CLICK FOR DETAILS](#)

UNDER CONTRACT



5.92 acres – Lutz
19447 N. Dale Mabry Hwy
Zoned R-1

Asking \$800,000

Advisor: **Bill Eshenbaugh**

[CLICK FOR DETAILS](#)

New Listings

AVAILABLE



9.86 acres – New Port Richey
Moon Lake Rd.

Zoned PD for 224 Apts
Contact Advisor for Pricing

Advisor: [Chase Collier](#)
[CLICK FOR DETAILS](#)

AVAILABLE



6.76 acres – Ocoee
934 Roberson Rd.

Zoned R-1AA for 120 Beds
Asking \$3,800,000

Advisors: [Chase & Vaike](#)
[CLICK FOR DETAILS](#)

AVAILABLE



2.85 acres – Gainesville
2601 SW Williston Rd.

Zoned for up to 100 units
Asking \$4,500,000

Advisors: [Bill & Vaike](#)
[CLICK FOR DETAILS](#)

AVAILABLE



10 acres – Dade City
Amberlea Rd.

Zoned AC w/Future AG/R
Asking \$445,000

Advisor: [Michael Strahan](#)
[CLICK FOR DETAILS](#)

AVAILABLE



20 acres – Dade City
Spring Branch Rd.

Zoned AC w/Future AG/R
Asking \$690,000

Advisor: [Michael Strahan](#)
[CLICK FOR DETAILS](#)

AVAILABLE



12.77 acres – Belleview
SE 106th Place

Zoned A-1 w/Future MDR
Asking \$475,000

Advisor: [Ryan Sampson](#)
[CLICK FOR DETAILS](#)

New Listings

AVAILABLE



6.43 acres – Tampa
7507 N. Glen Ave.
Zoned PD for 33 Townhomes
Contact Advisor for Pricing
Advisor: Jack Koehler
[CLICK FOR DETAILS](#)

AVAILABLE



14.49 acres - Tampa
5205 E. Adamo Dr.
Zoned IH (Industrial Heavy)
Contact Advisor for Pricing
Advisors: Bill & Ryan
[CLICK FOR DETAILS](#)

Featured Properties

AVAILABLE



15 acres – Palmetto
2570 Moccasin Wallow Rd.
Zoned PD 400 Apts
Contact Advisor for Pricing
Advisors: **Bill & Ryan**
[CLICK FOR DETAILS](#)

UNDER CONTRACT



21.1 acres – Palmetto
710 54th St. E.
Zoned PD-R 146 TH
Contact Advisor for Pricing
Advisors: **Bill & Ryan**
[CLICK FOR DETAILS](#)

AVAILABLE



245 acres – Wildwood
2068 E. SR 44 – Permitted for
2.3 Million SF of Industrial
Contact Advisor for Pricing
Advisors: **Bill & Ryan**
[CLICK FOR DETAILS](#)

AVAILABLE



4.3 acres – Bradenton
6381 El Conquistador Pkwy.
Zoned PD for 320 Apts
Contact Advisor for Pricing
Advisors: **Bill & Ryan**
[CLICK FOR DETAILS](#)

AVAILABLE



21 acres – Zephyrhills
SR 56
Zoned MPUD 285 Apts
Asking \$14,000,000
Advisor: **Ryan Sampson**
[CLICK FOR DETAILS](#)

AVAILABLE



30.7 acres – Hudson
15553 US Hwy 19
Zoned C2
Asking \$4,300,000
Advisor: **Bill Eshenbaugh**
[CLICK FOR DETAILS](#)

3rd Quarter Sales

SOLD 7-3-24



24.9 acres - Sarasota
7091 Proctor Rd.
Zoned OUE
Planned for S. F. Homes
SOLD \$8,000,000
Advisor: Mark Kercher

SOLD 7-17-24



2.09 acres - Clearwater
Belcher Rd. & Old Coachman
Zoned GO
Planned for S. F. Homes
SOLD \$475,000
Advisors: Bill & Ryan

SOLD 7-18-24



7.29 acres - Wimauma
13643 Hwy 672
Zoned AS-0.4
Planned for Investor Hold
SOLD \$1,200,000
Advisor: Michael Strahan

SOLD 7-25-24



9.98 ac - Wimauma
0 CR 579
Zoned AR
Planned for Nursery
SOLD \$570,000
Advisor: Michael Strahan

SOLD 7-31-24



45 acres - Bartow
Hollingsworth Rd.
Zoned AG
Planned for Strawberries
SOLD \$667,200
Advisor: Michael Strahan

SOLD 7-31-24



10 acres - Bartow
Hollingsworth Rd.
Zoned AG
Planned for Strawberries
SOLD \$147,450
Advisor: Michael Strahan

3rd Quarter Sales

SOLD 8-5-24



280 acres – Brooksville
Star Rd.
Zoned Residential /Commercial
Planned for 800 Units
SOLD \$6,000,000

Advisor: Bill Eshenbaugh

SOLD 8-14-24



265 acres – Hudson
14833 SR 52
Zoned R4, C2, C3 & AC
Planned for Residential Dev
SOLD \$6,550,000

Advisor: Michael Strahan

SOLD 8-21-24



1052 acres – Reddick
Hwy 318
Zoned A-1
Planned for Residential
SOLD \$8,000,000

Advisors: Bill & Michael

SOLD 8-27-24



10 acres – Dade City
Spring Branch Rd.
Zoned AC
Planned for Home
SOLD \$370,000

Advisor: Michael Strahan

SOLD 8-28-24



1.10 acres – Zephyrhills
6353 Gall Blvd.
Zoned C2
Planned for Car Wash
SOLD \$1,200,000

Advisor: Chris Bowers

SOLD 9-6-24



.76 acres – Valrico
3472 E Hwy 60
Zoned PD
Planned for Fast Food
SOLD \$450,000

Advisors: Chris & Tyler

3rd Quarter Sales

SOLD 9-6-24



7.7 acres – Wesley Chapel
Curley Rd. & Overpass Rd.
Zoned PD
Planned for Hospital
SOLD \$12,000,000
Advisor: Bill Eshenbaugh

SOLD 9-13-24



1.1 acres – Spring Hill
7008 Commercial Way
Zoned C2
Planned for Medical Office
SOLD \$175,000
Advisor: Chris Bowers

SOLD 9-17-24



2.32 acres – Auburndale
1516 W US Hwy 92
Zoned CH
Planned for Investor Hold
SOLD \$625,000
Advisor: Jack Koehler

LEASED 9-23-24



2.6 acres – Lutz
SR 54 & Sunlake Blvd.
Zoned PD
Planned for Self Storage
LEASED
Advisor: Chris Bowers

Commercial Properties

AVAILABLE



1.7 acres – Brandon
2478 S. Falkenburg Rd.
Zoned PD

Asking \$1,800,000

Advisors: **Ryan & Chris**

[CLICK FOR DETAILS](#)

AVAILABLE



3 acres – Brooksville
SR 50 & Cobb Rd.
Zoned PDP (Corner Outparcel)

Asking \$1,500,000

Advisors: **Bill & Chris**

[CLICK FOR DETAILS](#)

AVAILABLE



38 acres – Hudson
14833 SR 52
Zoned R4, C2, C3. & AC

Contact Advisor for Pricing

Advisor: **Michael Strahan**

[CLICK FOR DETAILS](#)

AVAILABLE



1 acre to 3.62 acres – Lutz
Dale Mabry & Van Dyke Rd.
Zoned PD

Ground Lease Only

Advisor: **Chris Bowers**

[CLICK FOR DETAILS](#)

AVAILABLE



.93 acres – Tampa
12898 Race Track Rd.
Zoned PD

Asking \$1,800,000

Advisor: **Chris Bowers**

[CLICK FOR DETAILS](#)

AVAILABLE



49 acres – Wesley Chapel
7855 Handcart Rd.
Zoned A w/FLU of VMU-2

Asking \$15,000,000

Advisor: **Ryan Sampson**

[CLICK FOR DETAILS](#)

Commercial Properties

AVAILABLE



2.03 acres – Seffner
3938 Highview Rd.
Zoned ASC-1

Asking \$1,900,000

Advisor: **Ryan Sampson**

[CLICK FOR DETAILS](#)

AVAILABLE



2.02 acres – Thonotosassa
11487 N. US 301
Zoned AS-0.4

Asking \$599,000

Advisor: **Ryan Sampson**

[CLICK FOR DETAILS](#)

UNDER CONTRACT



9.38 acres – Westley Chapel
8417 Kenton Rd.
Zoned Commercial

Asking \$3,500,000

Advisor: **Michael Strahan**

[CLICK FOR DETAILS](#)

AVAILABLE



8.21 acres – Brooksville
Nature Coast Blvd.
Zoned PDP (HC)

Asking \$1,250,000

Advisors: **Chris & Bill**

[CLICK FOR DETAILS](#)

AVAILABLE



5.84 acres – Brooksville
Nature Coast Blvd.
Zoned PDP (L1)

Asking \$750,000

Advisors: **Chris & Bill**

[CLICK FOR DETAILS](#)

AVAILABLE



4.39 acres – Brooksville
Nature Coast Blvd.
Zoned PDP (GC)

Asking \$650,000

Advisors: **Chris & Bill**

[CLICK FOR DETAILS](#)

Commercial Properties

AVAILABLE



1 acre – Tarpon Springs
1175 Pinellas Ave.

Zoned PD

Asking \$1,200,000

Advisor: **Jack Koehler**

[CLICK FOR DETAILS](#)

AVAILABLE



1.15 - 7.75 acres – Lakeland
Highway 33

Zoned MPUD w/C2 Uses

Pricing starting at \$20 SF

Advisor: **Ryan Sampson**

[CLICK FOR DETAILS](#)

UNDER CONTRACT



5.64 acres – Tampa

US 301 & Courtney Palms

Zoned CI

Asking \$2,950,000

Advisor: **Chris Bowers**

[CLICK FOR DETAILS](#)

AVAILABLE



13 acres – Sun City Center
19th Ave. N.

Zoned GC

Contact Advisor for Pricing

Advisor: **Bill Eshenbaugh**

[CLICK FOR DETAILS](#)

UNDER CONTRACT



27 acres – Sun City Center 806
Cypress Village Blvd.

Zoned Possible Live Local

Contact Advisor for Pricing

Advisor: **Bill Eshenbaugh**

[CLICK FOR DETAILS](#)

AVAILABLE



6.38 acres – Hudson SR

52 & Moon Lake Rd.

Zoned PD w/Future Res-6

Asking \$199,000

Advisor: **Tyler Woody**

[CLICK FOR DETAILS](#)

Commercial Properties

UNDER CONTRACT



2.97 acres – Riverview
10416 Bloomingdale Ave.
Zoned PD for Boat/RV Stg
Asking \$2,500,000
Advisor: [Ryan Sampson](#)
[CLICK FOR DETAILS](#)

UNDER CONTRACT



.72 - 1.5 acres – Valrico
3472 E. Hwy 60
Zoned PD
Asking \$275,000-\$1,500,000
Advisors: [Ryan & Chris](#)
[CLICK FOR DETAILS](#)

AVAILABLE



9.5 acres – Lake Alfred
Alfred Dr. E. (Polk County)
Zoned C2
Asking \$880,000
Advisor: [Michael Strahan](#)
[CLICK FOR DETAILS](#)

AVAILABLE



5.30 acres – Lakeland
4141 Lakeland Hills Blvd.
Zoned C2
Asking \$1,200,000
Advisor: [Chris Bowers](#)
[CLICK FOR DETAILS](#)

AVAILABLE



1.07, 1.39 & 2.07 acres – Lutz
SR 54 & Sunlake Blvd.
Zoned PD
Contact Advisor for Pricing
Advisor: [Chris Bowers](#)
[CLICK FOR DETAILS](#)

AVAILABLE



17.42 acres – Palmetto
12000 N. US Hwy 41
Zoned AG/Commercial
Asking \$2,500,000
Advisor: [Jack Koehler](#)
[CLICK FOR DETAILS](#)

Commercial Properties

AVAILABLE



1.29 acres – Tampa
8001 W. Hillsborough Ave.
Zoned CG
Contact Advisor for Pricing
Advisor: Chase Collier
[CLICK FOR DETAILS](#)

AVAILABLE



0.49 acres – Bradenton
605 67th St. Circle E.
Zoned VC-Future ROR
Asking \$399,000
Advisor: Ryan Sampson
[CLICK FOR DETAILS](#)

UNDER CONTRACT



2.32 acres – Auburndale
1516 W. US Hwy 92
Zoned Commercial
Asking \$699,500
Advisor: Jack Koehler
[CLICK FOR DETAILS](#)

UNDER CONTRACT



1.36 acres – Bradenton
3223 14th St.
Zoned GC
Asking \$925,000
Advisors: Ryan & Jack
[CLICK FOR DETAILS](#)

UNDER CONTRACT



1.18 acres – New Port Richey
5161 Deer Park Dr.
Zoned C2
Asking \$1,250,000
Advisor: Ryan Sampson
[CLICK FOR DETAILS](#)

AVAILABLE



4.64 acres – Ellenton
7205 US Hwy 301 N.
Zoned PD-C
Ground Lease Only
Advisor: Chris Bowers
[CLICK FOR DETAILS](#)

Commercial Properties



AVAILABLE

4.63 acres – Riverview
NWQ US 301 & Alder Green Dr.
Zoned PD for 42,000 SF of BPO
Asking \$4,500,000

Advisor: [Ryan Sampson](#)
[CLICK FOR DETAILS](#)



AVAILABLE

8.24 acres – Dade City
12954 US 301
Zoned GC
Asking \$1,300,000

Advisors: [Chris & Michael](#)
[CLICK FOR DETAILS](#)



AVAILABLE

1.82 acres – Dade City
0 Sprocket Way
Zoned CH
Asking \$1,785,000

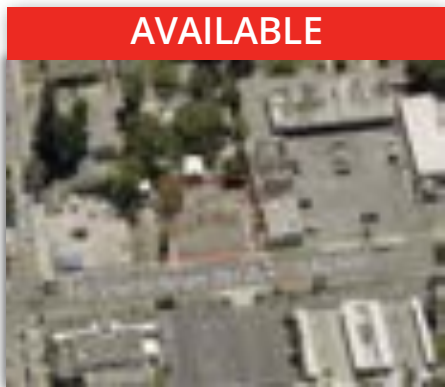
Advisors: [Chris & Michael](#)
[CLICK FOR DETAILS](#)



UNDER CONTRACT

6.2 acres – Ruskin
1506 College Ave.
Zoned PD
Asking \$2,950,000

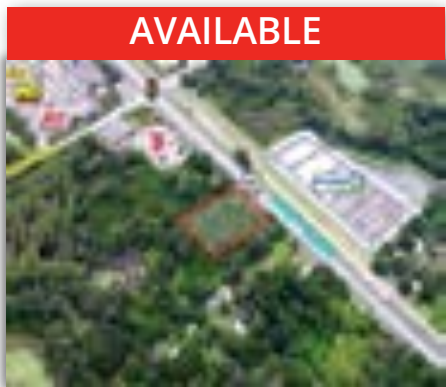
Advisor: [Jack Koehler](#)
[CLICK FOR DETAILS](#)



AVAILABLE

0.25 acres – Bradenton
2121 14th St. W.
Zoned T4-O
Asking \$299,000

Advisor: [Ryan Sampson](#)
[CLICK FOR DETAILS](#)



AVAILABLE

1.3 acres – Lutz 18601
N. Hwy 41
Zoned ASC-1
Asking \$800,000

Advisor: [Ryan Sampson](#)
[CLICK FOR DETAILS](#)

Commercial Properties

AVAILABLE



2.17 acres – Dade City
Sprocket Way
Zoned CH

Asking \$2,125,000

Advisors: Chris & Michael
[CLICK FOR DETAILS](#)

AVAILABLE



1.82 acres – Tarpon Springs
1099 S. Pinellas Ave.
Zoned GB

Contact Advisor for Pricing

Advisor: Ryan Sampson
[CLICK FOR DETAILS](#)

UNDER CONTRACT



1.04 acres – Brooksville
Tundra Dr. & Fish Eagle Blvd.
Zoned Commercial

Asking \$545,000

Advisor: Chris Bowers
[CLICK FOR DETAILS](#)

UNDER CONTRACT



1.43 acres – Brooksville
Tundra Dr. & Fish Eagle Blvd.
Zoned Commercial

Asking \$745,000

Advisor: Chris Bowers
[CLICK FOR DETAILS](#)

AVAILABLE



.79 acres – Hudson SR
52 & Hays Rd.
Zoning MPUD

Asking \$1,200,000

Advisor: Chris Bowers
[CLICK FOR DETAILS](#)

AVAILABLE



.37 acres – Seffner
S. Parsons Ave.
Zoned CG

Asking \$550,000

Advisor: Tyler Woody
[CLICK FOR DETAILS](#)

Commercial Properties

AVAILABLE



1.62 acres – Apollo Beach
6185 US Hwy 41
Zoned PD – Retail
Asking \$1,495,000

Advisor: Chris Bowers
[CLICK FOR DETAILS](#)

AVAILABLE



2 acres – Riverview
6810 Simmons Loop
Zoned AS-1
Asking \$1,500,000

Advisor: Chris Bowers
[CLICK FOR DETAILS](#)

AVAILABLE



.74 acres – Riverview
10022 Carr Rd.
Zoned PD - Retail
Asking \$699,000

Advisor: Chris Bowers
[CLICK FOR DETAILS](#)

AVAILABLE



1.02 acres – Riverview
11380 Bloomingdale Ave.
Zoned PD - Retail
Asking \$995,000

Advisors: Chris & Ryan
[CLICK FOR DETAILS](#)

AVAILABLE



1.12 acres – Riverview
11380 Bloomingdale Ave.
Zoned PD - Retail
Asking \$995,000

Advisors: Chris & Ryan
[CLICK FOR DETAILS](#)

AVAILABLE



1.04 acres – Riverview
11380 Bloomingdale Ave.
Zoned PD - Retail
Asking \$995,000

Advisors: Chris & Ryan
[CLICK FOR DETAILS](#)

Commercial Properties

AVAILABLE



109.19 acres – Seffner
7709 Williams Rd.
Zoned Industrial
Contact Advisor for Pricing
Advisor: [Ryan Sampson](#)
[CLICK FOR DETAILS](#)

AVAILABLE



1.56 acres – Tampa
9450 E. Columbus Dr.
Zoned M
Contact Advisor for Pricing
Advisor: [Ryan Sampson](#)
[CLICK FOR DETAILS](#)

AVAILABLE



8 acres – Wildwood
3530 C 44 A
Zoned PUD
Contact Advisor for Pricing
Advisors: [Ryan](#) & [Vaike](#)
[CLICK FOR DETAILS](#)

UNDER CONTRACT



1.16 acres – Tampa
8947 Temple Terrace Hwy
Zoned PD
Asking \$750,000
Advisor: [Chris Bowers](#)
[CLICK FOR DETAILS](#)

Residential Properties

AVAILABLE



30 acres – Brooksville
SR 50 & Cobb Rd.
Zoned PDP
Asking \$4,000,000
Advisors: **Bill & Chris**

[CLICK FOR DETAILS](#)

AVAILABLE



7 acres – Dade City
12199 Fort King Rd.
Zoned MF-1
Contact Advisor for Pricing
Advisors: **Chase & Michael**

[CLICK FOR DETAILS](#)

UNDER CONTRACT



6.8 acres – Ft. Myers
20161 Summerlin Rd.
Zoned CT for ALF
Asking \$3,000,000
Advisors: **Mark & Chase**

[CLICK FOR DETAILS](#)

UNDER CONTRACT



4.3 acres – Trinity 10653
Marsha Dr.
Zoned MPUD for ALF
Asking \$3,000,000
Advisors: **Chase & Mark**

[CLICK FOR DETAILS](#)

UNDER CONTRACT



84 TH Lots – Apollo Beach
Mirabay Blvd.
Zoned PD
Contact Advisor for Pricing
Advisor: **Jack Koehler**

[CLICK FOR DETAILS](#)

AVAILABLE



60 acres - New Port Richey
4300 Barbara St.
Zoned AC, MF1
Contact Advisor for Pricing
Advisors: **Bill & Tyler**

[CLICK FOR DETAILS](#)

Residential Properties

UNDER CONTRACT



15 acres – Bushnell
5845 Old 313
Zoned RMF-15
Contact Advisor for Pricing
Advisor: **Tyler Woody**
[CLICK FOR DETAILS](#)

AVAILABLE



70 acres – Lutz
Sunset Lane
Zoned ASC-1 & RSC-6
Asking \$4,250,000
Advisor: **Ryan Sampson**
[CLICK FOR DETAILS](#)

AVAILABLE



32 acres – Ocala
5451 SW 66th St.
Zoned PD for 146 Units
Asking \$4,995,000
Advisor: **Tyler Woody**
[CLICK FOR DETAILS](#)

AVAILABLE



2.24 acres – Valrico
205 Morningside Loop
Zoned PD/RSC-1
Asking \$1,750,000
Advisor: **Chris Bowers**
[CLICK FOR DETAILS](#)

AVAILABLE



20.2 acres – Plant City
2718 Jim Johnson Rd.
Zoned R-1A/Future R-4
Asking \$1,750,000
Advisor: **Chris Bowers**
[CLICK FOR DETAILS](#)

AVAILABLE



100 acres – Brooksville
Spring Lake Hwy
Zoned AG
Asking \$2,250,000
Advisor: **Michael Strahan**
[CLICK FOR DETAILS](#)

Residential Properties

AVAILABLE



4.92 acres – Riverview
6426 Brandon Circle
Zoned ASC-1
Asking \$1,250,000
Advisor: **Jack Koehler**

[CLICK FOR DETAILS](#)

AVAILABLE



9.57 acres – Ruskin
1808 Eljay Lane
Zoned ASC-1 w/FLU of SMU-6
Asking \$4,000,000
Advisor: **Ryan Sampson**

[CLICK FOR DETAILS](#)

UNDER CONTRACT



12.56 acres – Hudson
15580 Old Dixie Hwy
Zoned R4 w/Future RES-6
Asking \$750,000
Advisor: **Chris Bowers**

[CLICK FOR DETAILS](#)

AVAILABLE



13 Lots – Fruitland Park
Myrtle Breezes Court
Part of a portfolio
Asking \$1,300,000
Advisor: **Chris Bowers**

[CLICK FOR DETAILS](#)

AVAILABLE



1093 acres – Pasco County
SE Corner US 41 & SR 52
Zoned Estate Lot
Asking \$5,500,000
Advisor: **Ryan & Michael**

[CLICK FOR DETAILS](#)

AVAILABLE



3.45 acres – Bradenton
4010 E. 5th St.
Zoned RMF6
Contact Advisor for Pricing
Advisor: **Jack Koehler**

[CLICK FOR DETAILS](#)

Residential Properties

AVAILABLE



80 acres – Punta Gorda
17050 Burnt Store Rd.
Zoned PD

Asking \$3,300,000

Advisor: Michael Strahan

[CLICK FOR DETAILS](#)

UNDER CONTRACT



40.4 acres – Brooksville
Seely Lane
Zoned AG

Contact Advisor for Pricing

Advisor: Tyler Woody

[CLICK FOR DETAILS](#)

AVAILABLE



7.29 acres – Land O'Lakes
21831 Carson Dr.
Zoned R2

Asking \$750,000

Advisor: Chris Bowers

[CLICK FOR DETAILS](#)

AVAILABLE



2.5 acres – Thonotosassa
Old Fort Trail
Zoned ASC-0.4 AG/SF Estate

Asking \$875,000

Advisor: Chase Collier

[CLICK FOR DETAILS](#)

UNDER CONTRACT



8.82 acres – Tampa
4603-4705 Regnas Ave.
Zoned PD - 38 SF Lots

Contact Advisor for Pricing

Advisor: Bill Eshenbaugh

[CLICK FOR DETAILS](#)

AVAILABLE



60 acres – Lithia
Albritton Rd.
Zoned AR

Asking \$1,700,000

Advisor: Michael Strahan

[CLICK FOR DETAILS](#)

Residential Properties

AVAILABLE



40 acres – Dade City
Parrish Grove Rd.
Zoned AR
Asking \$1,298,000 will divide
Advisor: Michael Strahan
[CLICK FOR DETAILS](#)

UNDER CONTRACT



8.94 acres – Thonotosassa
12715 Morris Bridge Rd.
Zoned RSC-6 w/FLU R-6
Asking \$899,999
Advisor: Ryan Sampson
[CLICK FOR DETAILS](#)

UNDER CONTRACT



7 ac – Dade City
37975 Bailey Hill Rd.
Zoned AR w/RES-3
Asking \$595,000
Advisor: Jack Koehler
[CLICK FOR DETAILS](#)

AVAILABLE



99.39 acres – Bradenton
3200 27th St. E.
Zoned PD
Asking \$16,350,000
Advisor: Ryan Sampson
[CLICK FOR DETAILS](#)

AVAILABLE



6.37 acres -Wimauma
SR 674
Zoned AG
Asking \$2,500,000
Advisor: Michael Strahan
[CLICK FOR DETAILS](#)

AVAILABLE



14 acres -Groveland
4454 Simon Brown Rd.
Zoned AG
Asking \$350,000
Advisor: Vaike O'Grady
[CLICK FOR DETAILS](#)

Residential Properties

AVAILABLE



1.77 acres – Tampa
Sylvia Lane
Zoned RSC-4/ up to 3 lots
Asking \$559,000
Advisor: **Chase Collier**
[CLICK FOR DETAILS](#)

UNDER CONTRACT



9.8 acres – Brooksville
15337 County Line Rd.
Zoned Residential
Asking \$2,000,000
Advisor: **Tyler Woody**
[CLICK FOR DETAILS](#)

UNDER CONTRACT



17 ac – Punta Gorda
24750 Sandhill Blvd.
Zoned PD - 270 units/74 SF Lots
Asking \$7,500,000
Advisor: **Ryan Sampson**
[CLICK FOR DETAILS](#)

AVAILABLE



4.7 acres – Brooksville
Pine Cabin Rd.
Zoned AG
Asking \$350,000
Advisor: **Jack Koehler**
[CLICK FOR DETAILS](#)

AVAILABLE



25.7 acres - Brooksville
Powell Rd.
Zoned PDP/MF
Asking \$5,500,000
Advisor: **Tyler Woody**
[CLICK FOR DETAILS](#)

UNDER CONTRACT



18.65 acres - Land O'Lakes
11944 Deerbrook Blvd.
Zoned C2
Contact Advisor for Details
Advisor: **Chase Collier**
[CLICK FOR DETAILS](#)

Here's Your Sign

by Bill Eshenbaugh, ALC, CCIM

We just had an email addressed to Realtors from a home builder that offers agents a 3% commission plus a Bonus of \$2,000 for contracts written in the next 45 days. We haven't seen that sort of promotion in a long time.

We have also seen three jobs filled for Loan Workout Officers with banks, and again we haven't seen those announcements since about 2009-2010.

An interesting fact in the **Flyover Florida** bulletin is that The Villages is the oldest median age community anywhere in the USA but near the Villages and in Wildwood, the number of children under 14 years old in the metro area grew by 18.4% in the past decade as compared to the national average which is a 3.3% decline.



Various news and data sources all point to a multifamily construction pipeline at record highs that we haven't seen for over 20 years. It is not unexpected as so many projects were already started when the full impact of interest rates hit the market. Not surprising as well is that occupancy rates have fallen to about 95% while rents are dipping a tad as new units hit the lease-up period. As we look ahead, that appears to set the trend pattern for the rest of 2024 and into 2025. Most developers we speak with think this will reverse as we get to 2026-2027 since very few new projects have broken ground since late 2023, hardly any in 2024 and few starts are expected in the first and second quarters of 2025.

Commercial Real Estate Loans

by Bill Eshenbaugh, ALC, CCIM



In 2008, Federal bank regulators put their foot to the throat of banks; insisting and pressuring the banks to call the loans into default, and foreclose them, then sell the foreclosed properties quickly. This put borrowers in a really tough spot and caused values to plummet as lenders could not grant buyers time to rezone a property before closing with the bank.

Today, the mantra is to avoid foreclosure. Lenders are encouraging borrowers to secure additional equity, and in some cases, preferred equity, as well as second and third mortgages, and borrowers are encouraged to sell the asset at a discount. Lenders might even consider a short sale, taking less than what is owed just to get the loan off their books.

Daily email to us shows offerings of loan sales and pleas to make an offer sort of solicitations. At the same time, lenders are receiving even more scrutiny in review of their capital thresholds. Most advisors are telling borrowers to communicate well in advance of maturity dates with their lenders to see if they can develop a plan for an exit.

Commission Splits

by Bill Eshenbaugh, ALC, CCIM

There is a fair amount of confusion in the brokerage community on commission splits to the buyer broker side. Many think the split is always 50-50% to listing broker and buyer's broker sides. That may have been tradition but today, there are firms offering all sorts of splits with their agent and the same with the "outside".

The listing broker determines the total commission with the seller of the property. Many sellers also insist on knowing how their agent intends to split, and that is a fair question to ask. In the land arena, it is not unusual for the listing broker to expect to retain more than 50% of the overall fees and the listing broker should have the owner's consent to this split. For example, the listing may be for a 5% commission and the listing broker will retain 3% and share 2% to the buyer's broker. There is no real estate commission regulation on the level of sharing, but the listing broker does have an obligation to post the share to the buyer broker side online. This may be in MLS or on websites such as Loopnet, CREXi and so forth. It is wise also for the listing broker to show the offering of compensation in their Offering Memorandum, flyers and other public documents so that a reasonable buyer agent is aware of the offering.

Another wrinkle in commissions, and this seems especially on higher end values, is that there may be no commission offered to a buyer agent. We see that as a predominate condition with many of the large national firms. They believe they can make the sale without another broker apparently. We too have offerings on properties (generally over \$5-to \$10 million and up) where we do not have a fee to the outside broker. It is wise to make sure the owner is aware of this policy. Many owners insist on this as it reduces their transaction cost. It behooves the listing broker to make sure this major disclaimer is well documented online and in marketing materials. We also have a commission and registration form that we can utilize with buyer brokers that we don't know, and we want to make sure they understand the journey they will undertake if they share a listing as they should get a fee agreement in writing with their buyer before proceeding to show the information and the property.

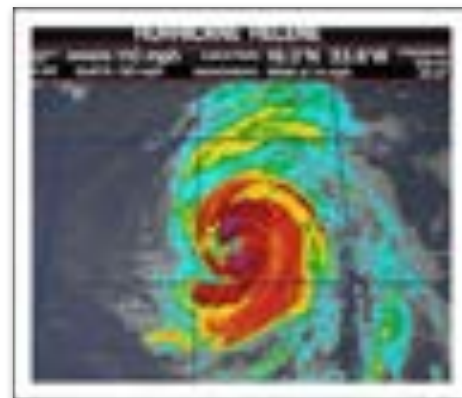
As I was told long ago, there is nothing more useless than a broker who has introduced a buyer and a seller and does not have a fee agreement in place prior to the introduction.

Storm of the Century

by Bill Eshenbaugh, ALC, CCIM

Hurricane Helene hit just as we were about to wrap up our Eshenbaugh Report. Even though we had several days of news telling us it was coming, and going to go up the Gulf, and warnings of tidal flooding at some high numbers, it surprised a lot of people when it came ashore. The power of water is incredible and as a result, barrier islands were buried in sand and utilities hit hard. Rapidly rising waves swamped Davis Islands in Tampa and flattened homes in Pinellas; barrier islands along the beaches suffered extensively.

Even scarier was the damage done in western North Carolina where entire towns were washed away. By now, you've read all the reports of over 400 roads closed, I-40 washed out, and a huge loss of life. Please help wherever you can and keep these families in your hearts and prayers.



Experience Matters

by Bill Eshenbaugh, ALC, CCIM

We have seen a lot of issues and surprises over the years, but this year showed us three new challenges to getting a land deal closed.

The first was raised by a homebuilder about unexploded ordnance and ammunition concerns. During WWII, several runways and airport facilities were built around Tampa to train pilots, including the practice of dropping bombs on targets. The US military leased land that was at the time “way out there” in Pasco and Hernando Counties, as well as the Avon facilities near Sebring.

To provide the builder with the reports of all cleaning that needed to take place, a closing was delayed for 21 months while the developer and the landowner figured out how to tackle the testing of the site (hundreds of acres) and then at a cost of well over \$500,000 engage a specialist contractor to use ground penetrating radar (GPR) to cover the huge tract of land and determine if there was any unexploded bombs, shells or grenades. Fortunately, the site was given the all-clear and we were able to have the long-delayed closing in August.

The second interesting and unexpected issue arose at Centralia Ave and US 19 in northwest Hernando County. We have a site for over 600 homesites under contract to a builder and our client is retaining a commercial tract at the corner. Turns out that back in 1910, a major sawmill was set up and over 1,000 lumbermen came from all over the country to work there. A thriving village named Centralia sprang up with 5,000 residents at its peak. The town had a general store so large it was only outranked by bigger stores in Tampa and Jacksonville. The mill produced up to 100,000 board feet of lumber a day and the cut boards were stacked high and covered 160 acres of land. Cypress trees that we 15' across at the base were cut and hauled to the mills. The town and the mill lasted until the mid 1930s when the supply of trees ran out and the Great Depression hit, plummeting the demand for lumber. Eventually, the railroad tracks were pulled up and buildings were either torn down and hauled off or fell into disrepair.

This impacted us when specialists hired for an archeological survey became concerned that there may have been a cemetery to serve the village. Since this was a hazardous industry, were any workers killed and if so, where were they buried?

Again, GPR was used and fortunately from a development perspective, they did not locate any structures or graves on any of our client's property. A good lesson for our team to dig into the local history of an area so we know as early as possible if there are any red flags for historical uses that might create the need for early studies.

A third “new experience” came in Marion County where we were selling a site of over 1,000 acres for absentee owners. Our first issue was the discovery of hundreds of used tires that had been dumped back in the woods. Next was the discovery of a long-abandoned house that was hidden by overgrowth of brush and trees. The house had old tanks and drums, likely for kerosene or gasoline and we were able to have a contractor clear these to proper landfills and demolish the old house before we went to market. The big surprise came when we ordered a survey of the boundaries. We are adjacent to a historic Black cemetery but to our surprise, at least five burials occurred outside of the cemetery on our sellers' land and were at least 25' onto our clients' side. Our solution was to meet with the board of the cemetery and work out a deal to deed them a 50' strip of land amounting to a couple of acres to incorporate the buried bodies within the boundary of their cemetery.

Around the Marketplace

Reader Development announced a 264-acre community being developed as Lake Hills and located in the town of Howey-In-The-Hills, across from the Mission Inn Resort & Club. Plans call for 571 homesites plus a mixed-use Lake County development. The mix will be 473 single-family lots (321 are 50', 152 are 60' and 98 will be duplex on 40' lots). A new Publix, the first for Howey-In-The-Hills, is also planned for land purchased by the grocer for a 50,800 square foot store.

BTI is moving along with about 1,400 homes in Osceola County on 538 acres in the South Lake Toho district. No builders have been announced, but BTI is actively also developing Crossprairie and selling lots to Lennar and DR Horton.

A one-acre site just listed for \$19 million on Indian Rocks Beach was just listed by Dr. Kiran Patel. It is zoned for 40 units per acre and Dr. K scrapped plans to build a boutique condominium project.

Lake County continues with record setting land deals. GT USA, a Canadian development firm, paid \$165,000,000 for about 2,500 acres (about \$66,000/acre) on land between US 27 and the Orange County line. This acquisition included 1,750 acres of the Arnold Grove & Ranch and 730 acres of the adjacent Roper Ranch. Plans call for 2,805 single family homes and 360 apartments plus commercial. The new community will be called Panther Run. GT USA also was the seller in July to a major portion of the Schofield PUD to Pulte Homes that sold for \$90,000,000 for 840 acres (\$107,000/ acre).

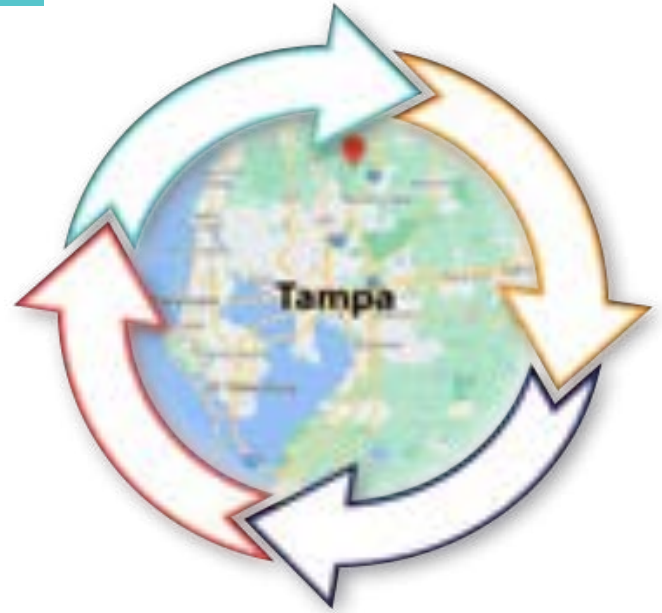
The City of Leesburg has given initial planning approval for the development for Hanover Development co for 518 single family homesites, mostly 50' and 60' wide.

In Mascotte, developer Bob Harrell bought 32.75 acres and plans to hold until sewer capacity is available in 2026 and then take the old PUD for 75 lots and increase to 112 lots. He paid \$2,480,000 (\$75,725/acre).

Bellavista Development is leading a consortium to develop a 316- acre property they paid \$22,500,000 for ((\$71,202/acre) for 1,200 residential units on the edge of Leesburg and the Villages.

Michael Strahan, ALC, CCIM, MAB closed a Pasco County sale to KB Homes for \$6.55 million for 265 acres on SR 52 to be called Preserve @ Legends Pointe.

Any questions, call me at (727) 410-9595 or email Bill@TheDirtDog.com



Headlines Around the State

Osceola County Commissioners vote 4-1 to increase mobility fee increases that hike single-family fees more than double from \$10,000 to \$21,710 and for new apartments from \$7,754 to \$14,040 (81% increase). They provided a case-by-case waiver for affordable housing projects.

Live-Local, the name for the affordable housing State law that sought to overcome local zoning authorities from denying rezoning of certain current zoning for office, retail, mixed use and industrial has been under attack around the state. Pasco County lead the attack locally.

Lake County voted to deny the property tax exemptions that were prescribed by State law. They were followed immediately by Maitland and Winter Park doing the same. More recently, Hillsborough County passed a moratorium in July and ratified a change that under their rules, Live Local cannot be built in Planned Development zoning, thus killing at least two deals with one in Keystone area and one in the Sun City area.

The affordable housing crisis seems to be acerbated by government agencies raising impact and other fees and defying the Live Local Act. To address this issue on a very small scale, Tampa General Hospital plans to build 160 units of apartments along Delaney Creek in Tampa for their workers to rent.



REIC - REAL ESTATE INVESTMENT COUNCIL

by Ryan Sampson, ALC, CCIM



As the current president of the Real Estate Investment Council (REIC) Tampa Bay, I am honored to lead an organization that has been a cornerstone of the real estate community in our region for the past 40 years. REIC Tampa Bay has a longstanding tradition of providing invaluable networking opportunities and market intelligence to our members, fostering a collaborative environment where professionals can share insights and build relationships.

Our monthly dinners are a highlight, drawing around 150 of your peers—individuals who are actively shaping the real estate landscape in Central Florida. These events are more than just gatherings; they are opportunities to gain deep, actionable insights into the market while connecting with some of the most influential professionals in the industry.

I would strongly encourage you to consider attending our events or even becoming a member of REIC Tampa Bay. The quality of content and the caliber of attendance at our gatherings set the high bar for real estate events in Central Florida. Whether you're looking to expand your professional network, stay informed about market trends, or simply engage with like-minded professionals, REIC Tampa Bay offers a platform that is unmatched in our area. Join us and be a part of a community that is dedicated to excellence in the real estate sector. <https://www.reictampabay.org/>

Different Routes to The End Zone

by Bill Eshenbaugh, ALC, CCIM

Since we are into the fall football season, a football analogy seemed an appropriate way to discuss a couple of tools in our game plan to be successful for our clients.

Years ago, when I worked for the RTC, my boss called me in one day and told me I was to do a sealed bid on one of the assets assigned to me. It was an attractive retail center anchored by a Publix grocery, but most of the local tenants had gone under or walked away leaving a lot of dark space in the center. I told my boss "Yes, sir" and left his office. Back in mine, I researched what the FDIC manual said about a "sealed bid" as I had no clue about the term or the process. I figured out the process, put together plan and successful sold the center. This now made me a "Sealed Bid" expert (at least in the eyes of the government) and before I knew it, I was on flights to Atlanta, Phoenix, and New Jersey to teach others in the RTC how to do a sealed bid. Years later, when I started Eshenbaugh Land Company, we literally were hired to sell several hundred assets via a sealed bid, so we learned a lot more about them.

In a sealed bid offering, the first step is a call for offers. In this scenario, we set a date for submission of offers and reach out to all viable prospects. A date perhaps six weeks out is set, and all prospects are invited to submit their offer and terms for the property.

Once the offers are received, they are reviewed with the owner who has maintained the right to reject all offers. We also reserve the right to do a BAFO (best and final offer) and give a short period of a few days to have the bidders reconsider and perhaps raise their price or better their terms.

Sometimes, the seller wants to make sure they see all offers and have equal knowledge with the broker. The seller side may have parties who are at odds with one another and neither side trusts the other. In this scenario, we can do a Sealed Bid sale. It generally works much the same as the call for offers except that we like to have a pre-approved contract format and have all offers go to a third party such as an attorney or CPA and have a date and time certain that the offers are due. We also ask for the proof of funds that the buyer has the capacity to close. In this scenario, the bids are opened with all seller side representatives present, and all bids are recorded as to the price, terms, and evidence of capacity to close. The seller still has the option to reject all offers or instruct us to proceed to a BAFO amongst the top bidders.

I partnered with Michael Strahan to offer a 1052 acres site in Marion County this summer and we achieved a strong price of \$8,000,000 using this process.

Today, if we can help any of you with these different wrinkles to sell your land, please give me a shout (727) 410-9595 or email me at Bill@TheDirtDog.com



A Change to Our Five Es

by Ryan Sampson, ALC, CCIM

We recently made a change to our Core Value's which we call the 5 Es. Our commitment to excellence is embodied in our core values and is the reason why clients hire us. Historically, our Es included Ethics, Education, Experience, and Enthusiasm as detailed below. These principles guide every aspect of our work, ensuring that we provide our clients with the highest level of service and expertise.

Ethics: Integrity is at the heart of everything we do. Our entire team adheres to the National Association of Realtors Code of Ethics with unwavering dedication. Every agent at Eshenbaugh Land Company completes ethics training every two years, and we take immense pride in our spotless ethical record. This commitment ensures that our clients can trust us to handle their transactions with honesty, transparency, and respect.

Education: We believe that knowledge is power, and we invest heavily in our advisors' education to stay at the forefront of the industry. Our team includes Accredited Land Consultants (ALC), Certified Commercial Investment Members (CCIM), (MAB) Master Ag Business, Masters licensed Florida Appraisers, and professionals who have majored in real estate during their college education. Several of our advisors also hold advanced degrees, including master's degrees in related fields. This depth of knowledge allows us to navigate complex transactions and provide our clients with the informed guidance they need to make the best decisions.

Experience: With over one billion dollars in land sales over the last five years alone, our track record speaks for itself. The average agent at Eshenbaugh Land Company brings over 20 years of experience to the table, ensuring that our clients benefit from seasoned professionals who have seen it all. This extensive experience enables us to anticipate challenges, craft innovative solutions, and close deals efficiently and effectively.

Enthusiasm: At Eshenbaugh Land Company, we love what we do. Our passion for real estate drives us to go above and beyond for our clients. We are enthusiastic about every deal, no matter the size, and we bring that energy to every interaction. Our clients can feel our excitement and dedication, which fuels our commitment to getting deals done and achieving the best possible outcomes.

We recently added **Engaged** to our 5 Es to highlight our activism in the community. Our advisors are not just participants in the market—they are leaders. We are deeply involved in the real estate community, with our team members currently serving as presidents of the Realtors Land Institute Florida Chapter and the Real Estate Investment Council Tampa Bay. We also hold board positions with NAIOP Tampa, the Florida Gulf coast Commercial Association of Realtors, the Tampa Bay Builders Association, and the Florida CCIM Chapter. This engagement keeps us at the pulse of industry developments and allows us to advocate for the interests of our clients at the highest levels.

The 5 Es of Eshenbaugh Land Company—Ethics, Education, Experience, Engaged, and Enthusiasm—are more than just words; they are the foundation of our success and the promise we make to every client. We are proud of who we are, what we do, and the results we deliver. Whether you are buying, selling, or seeking expert advice, you can trust that Eshenbaugh Land Company will exceed your expectations every step of the way. Ryan@TheDirtDog.com or (813) 417-5928

Lake County Deals Heat Up

by Bill Eshenbaugh, ALC, CCIM

Meritage Homes closed a \$30 million land deal in the Hills of Minneola for 226 attached and detached for-sale single-family sites. An affiliate of Angelo Gordon is the land banker. Sun Terra was the seller.

Forestar Group, part of the DR Horton family, closed on 640 acres for 831 homesites in the Orange Bend PUD on SR 44 in Leesburg. The community will also include commercial and a community fire station.

Mattamy Homes bought 27 more acres in Clermont at Waterbrooke and plan 62 homesites on a mix of 60' and 75' lots. Sales price was \$3.86 million.

State's Population Hits Record High

Florida's population crossed the [23 million residents](#) mark for the first time as of April 1 this year, according to state demographic estimates. The report says it's due to the number of people moving from other states. Florida is the [third most populous state](#) in the U.S., trailing only California's 39.5 million residents and Texas' 30.5 million inhabitants. Florida added almost 359,000 people last year and has been adding about 350,000 to 375,000 people each year this decade, according to the estimates. The population growth is expected to peak this year and get smaller each following year for the rest of the 2020s, as the final cohort of baby boomers entering retirement gets smaller.

Source: Flyover Florida



New Home Start Permits

by Bill Eshenbaugh, ALC, CCIM

According to Zonda, the Tampa-St Petersburg-Clearwater market annualized new home starts for 2024 are on a path for 12,755 starts with a 9% gain and ranked 8th in the nation, right behind Orlando.

Ranked 14th is the Northport-Sarasota-Bradenton market with 10,817 permits and Lakeland -Winter Haven ranked 18th with 8,581 permits annualized for 2024.



Polk County Fee Increase?

by Bill Eshenbaugh, ALC, CCIM

Despite one commissioner offering a compromise, a consensus of Polk County commissioners told county staff on Tuesday to draft an ordinance that would raise impact fees for new developments higher than typically allowed by state law, as recommended in a recent study. The straw poll was taken at the commission meeting Tuesday in Bartow during the second hearing on a proposed increase in impact fees to take effect Jan. 1. Impact fees are imposed on new construction of homes or other developments. Unless there are "extraordinary circumstances," Florida Statute caps the increases at 50% over four years.

Commissioner George Lindsey displayed a spreadsheet with lower impact fee increases for some categories or phased-in rates, but he could not convince his colleagues to go along with him. "I can read the tea leaves, there is little sympathy to phase this in," said Lindsey, who is a business partner with one of Polk's largest home developers.

Impact fees usually affect new home buyers when developers pass them along in the price of the home. Lindsey has warned his fellow commissioners not to use the fees as a punitive measure to restrict growth, especially when an economic slowdown could come.

He also called the extraordinary circumstances an illusion despite the study's findings. Still, he called the state statute on impact fees onerous because the phasing in for some categories is too slow to keep up demand for public services. The proposed impact fee increases are for parks and recreation, libraries, fire rescue, emergency medical services, law enforcement, correctional facilities and educational facilities.

His compromise was to fund at 100% of the study's recommendation for three of the categories, but he said the increases for schools and parks were too high. Others he wanted to be phased in over several years but for less time than the four years prescribed by law. Regarding the school fee, Lindsey noted that the district had some schools with capacity and available classroom seats. The school district is currently phasing in redistricting of its schools to fill those vacant desks.

Lindsey said he was also surprised by a 347% increase in the parks and recreation fee. In an earlier work session, Commissioner Neil Combee had said the fee for parks and recreation did seem high, but he said Tuesday that he wanted his grandkids to have places to enjoy. He also felt like current parks are difficult to access because of a lack of sidewalks, so he was in support of raising that category.

If the ordinance passes unaltered, it would be a combined 58% increase for all six categories, taking total impact fees from the current \$13,365 to \$21,083 for a typical single-family home, according to Todd Bond, deputy county manager for support and human services. The study by Benesch showed the county needed to raise six impact fees to afford the infrastructure and public service demands for new residential and commercial developments. The study noted Polk's rising costs to build infrastructure for public services such as libraries, fire rescue, EMS, law enforcement and correctional facilities and equipment. The seventh fee is for transportation, and its increase was enacted in March 2023. It is following the normal process with incremental five-year increases until it's 50% higher than the initial level.

The U.S. Census Bureau reported, "Polk County ranked 7th in the nation in terms of population added in 2021 and 5th in 2022 and 2023. ... Growth projections provided by the University of Florida's Bureau of Business and Economic Research suggest approximately 300,000 additional residents through 2050."



“Founder’s Firewood”



From the desk of
Bill Eshenbaugh



Dustin Payne Sculpting a Bronze

Cody, Wyoming- a name and a place that just sparks images of the West of the late 1800s. My wife, Lynda Keever, and I are here with five couples who are supporters of the James Museum in St. Petersburg, FL.

Thanks to the generosity of Tom and Mary James of Raymond James fame, the Tampa Bay area, is blessed with one of the best western art museums in the USA. As part of a charity auction, they auctioned off trips for the 10 of us (we had to be the high bidders, of course!) to travel to Cody for their fall art event. Many of the gatherings are at the Cody Museum, a wonderful western art and gun collection.

We were especially interested in joining famed western art sculpturer Vic Payne and his wife Angie at their studio in Meeteetse, Wyoming. He has produced some very large-scale bronze pieces, and many are on display in St Peterburg as well.

We encourage you to take an afternoon and visit the James Museum in St. Petersburg.
<https://thejamesmuseum.org/>



Bill, Keever, & Friends Bidding



Statue of Buffalo Bill Cody in Cody, WY



Quick Weekend in Ireland



From the desk of
Ryan Sampson



Last month, Shannon and I embarked on an incredible adventure to Ireland, where we attended the FSU vs. GT football game. While the result of the game wasn't what we had hoped for, the trip turned out to be an unforgettable experience. Ireland's charm, hospitality, and rich history made our journey one to remember.

To start off our trip, we took advantage of the direct Edelweiss flight from Tampa to Zurich, Switzerland. We spent a day nestled by the Alps, which was absolutely breathtaking, and we savored every moment of our short yet awe-inspiring visit to a country we had never been too.

We were then off to Dublin which was our home base for the remainder of the trip. We immersed ourselves in the local culture, visiting various pubs and enjoying the friendly atmosphere; the city's warmth quickly won us over. One of the highlights was watching FSU rugby take on Trinity College, which added a layer of excitement to our stay in Dublin. During our visit to the campus, we couldn't pass up the opportunity to see the famous Book of Kells, a true testament to Ireland's rich historical tapestry.

Not content with just city sights, we decided to rent a car and explore more of Ireland's scenic beauty. Driving through the Wicklow Gap was nothing short of spectacular, and we were captivated by the rolling hills and serene landscapes along with a 30+ MPH wind the entire time. Our journey took us to the Glendalough Monastic Complex, where we stepped back in time and marveled at the stunning ruins surrounded by nature.

Another memorable adventure was a day trip to the coastal town of Howth. After taking a train, we embarked on the famous cliff walk, which offered breathtaking views of the Irish Sea. Our day ended perfectly with a meal of monkfish curry at the docks, where we enjoyed the freshest seafood possible in this charming fishing village.

Overall, our time in Ireland (and Zurich) was nothing short of magical. The people, the sights, and the experiences left us longing for more, and we look forward to exploring even further and showing this beautiful country to our three kids in the future when time allows.



Car Wash & Self Storage Development - Slowed, But Not Stopped



From the desk of
Chris Bowers

In recent months, much has been said about the car wash and self-storage development sectors coming to a standstill. Headlines suggest over development and a cooling market. While it's true that activity has slowed significantly, reports of the industry's demise have been greatly exaggerated.

At Eshenbaugh Land Company, we've seen first-hand that deals are still happening. Just in the past month, we sold properties to a car-wash developer and a self-storage developer. We have properties under contract for car wash and self-storage projects and continue to receive inquiries from developers seeking opportunities. So, is the market overbuilt? In some areas, perhaps. However, developers are still closing on land for new projects, and demand for both car wash and self-storage facilities remains strong in the right markets.

Over the last few years, the industry experienced a period of rapid growth. Developers capitalized on low interest rates and favorable market conditions, resulting in a surge in both sectors. As construction costs increased and borrowing became more expensive, the pace of development naturally slowed. This doesn't indicate that demand has evaporated. Instead, we are transitioning toward a more sustainable, balanced market—one where thoughtful, well-located developments are more likely to succeed.

One of the biggest challenges developers now face is resistance from municipalities. Many local governments are rethinking their stance on these projects, imposing building moratoriums and increasing the difficulty of obtaining approval.

At Eshenbaugh Land Company, we've been able to guide our clients through these changes. By helping developers identify opportunities in markets where demand remains strong, we continue to close deals, even in a more tempered environment. This trend demonstrates that the industry isn't dead—it's simply adapting to new economic realities.

In the long run, this slowdown may benefit the market, bringing development back to healthier levels. The days of frenetic building may be behind us, but smart developers are still moving forward, and deals are still getting done. Chris@TheDirtDog.com or (813) 468-9292



WHAT ARE PFAS?



From the desk of
Jack Koehler



On several recent assignments, we have seen the presence of a particular set of chemicals that are becoming a major cause for concern for landowners. These chemicals, known by the acronym PFAS (per- and polyfluoroalkyl substances), are man-made chemicals that have been used in commercial applications since the 1940s ranging from fire retardants to non-stick cookware and food packaging. These “forever chemicals” tend to accumulate in the environment overtime due to their high resistance to degradation. Landowners need to be aware of recent changes surrounding regulations on PFAS chemicals that could negatively affect property values.

This past April the Environmental Protection Agency designated PFOS chemicals as hazardous substances under The Comprehensive Environmental Response, Compensation, and Liability Act (CERCLA). As a result, Phase I Environmental Assessments will now include screening for the presence of PFAS. These chemicals tend to be present on properties that have proximity to industrial facilities, commercial airports, municipal landfills, and wastewater treatment facilities. In the event there are suspected PFAS chemicals present, a Phase II Assessment will be order in which soil and groundwater samples are taken and tested for PFAS and other pollutants.

Owners of properties on which PFAS are discovered could face substantial value depreciation due to both the cost and timeframes associated with required soil and groundwater remediation. I believe PFAS associated issues will be coming increasingly common due to the recent regulatory changes. Landowners who suspect PFAS to be present on or near their property should consider conducting soil/groundwater tests before marketing their property to quantify the possible impact to their property value.

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Impact Fee Increase



From the desk of
Michael Strahan

In recent years, Florida has experienced significant population growth, with an influx of new residents drawn to the state's favorable tax policies, warm weather, job opportunities, and relatively low cost of living. This rapid expansion has put pressure on local infrastructure, schools, utilities, and public services. To address these demands, many counties and municipalities across the state have been increasing impact fees.

Several counties across Florida have recently implemented or proposed impact fee hikes to cope with the demand for new infrastructure:



1. Pasco County recently proposed increasing school impact fees from \$8,328 per single-family home to \$9,328 in the first year. It would then go up by \$1,000 per year, reaching \$12,328 by 2028.
2. Osceola County voted in September to approve an increase to county mobility impact fees for single-family homes by 117%—from \$9,999 to \$21,710.
3. Manatee County voted in February to increase impact fees by 50% over four years.
4. Hernando County voted in July to increase impact fees per single-family home by 109%, from \$5,757 to \$12,036.

For developers, the rising impact fees have led to higher overall project costs, which can make certain projects less viable. These costs are often passed down to homebuyers in the form of higher home prices, exacerbating the affordability issue that has already become a significant concern in many parts of Florida.

Developers have voiced concerns that the rising fees could stifle future growth and investment, particularly in areas with already high land and construction costs. However, proponents of the fee increases argue that new developments must pay their fair share for the infrastructure they require, rather than placing the financial burden on existing residents.

While the increased impact fees are necessary to fund critical infrastructure improvements, there is growing debate about how to balance the needs of growing communities with maintaining housing affordability. Some developers are advocating for alternative funding mechanisms or more gradual fee increases to help manage costs, while local governments are exploring ways to ensure that infrastructure keeps pace with growth.

For now, it's clear that as Florida continues to grow, impact fees will remain an essential tool for managing the infrastructure demands of new development, with further increases likely on the horizon. Developers, homebuyers, and local governments will need to continue working together to find a sustainable path forward that supports both growth and the quality of life for all residents.

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Bradenton Is Ramping Up



From the desk of
Mark Kercher



Launching Boat

Growing up in Bradenton, I was very lucky to have a boat, a dock and lift right behind our home on Riverview Blvd.

With such easy access to getting right on the water, we often went water skiing before home room in high school.

Most of my friends kept their boats on trailers in their carports or garages and had to go to the nearest place to put in which was at Warner's Bayou Boat Ramp at 5800 Riverview Blvd.

There hardly ever was any wait to get their boats off and park the trailer back then.

Nowadays, you might have to wait over an hour or more because the ramps get so busy on Saturday and Sunday mornings. Then, getting their boats back in and on the trailer takes even longer especially if the drivers can't back their trailers down quickly and proficiently.

Fast forward up to now, Manatee County currently operates nine saltwater public access boat ramps that provide 17 launch lanes and approximately 234 trailer parking spaces.

As of 2023, Manatee County's population of over 400,000 residents, the Parks and Recreation Open Space Master Plan and the adoptive level of service of one boat ramp per 7500 residents, ought to be providing 59 boat ramp lanes meaning we are lacking 42 lanes.

The county was planning to buy property in Pen Bay to create more boat ramps and many more trailer parking spaces, but the cost grew to several millions \$\$ too high. So now the county is purchasing the old Seafood Shack in Cortez (where we had all our high school reunions) to help improve the number of trailer parking spaces by adding 65 more, up to 100 additional boat slips and creating several more boat ramps for public use.

This will be a quick and great improvement for launching boats and a very good use of our Capital Improvement Plan dollars while also renovating the old Seafood Shack up to code.

I just dearly and personally hope this won't force little Annie's Bait and Tackle Shop out because they absolutely make one of the greatest grouper sandwiches in this world.

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Entitled Land vs. Unpredictable Timing for Approvals



From the desk of
Chase Collier

Time value of money is the concept that a sum of money today is worth more now than the same sum will be at a future date. Because money can grow when invested, any delay is a lost opportunity for growth. The time value of money is core to the financial principle known as the discounted present value and critical when investing in real estate development.

For developers, securing government approvals depends on reliable timing turnaround. However, during the last four years, this process has been frustratingly unreliable by taking much longer than anticipated in almost every municipality in the Tampa MSA. A few recent personal examples of my experiences include:

- An apartment site in Pasco County that was submitted for site plan approval in 2022 and finally got approved in 2024 - over two years after being submitted.
- A minor residential subdivision plat with only three (3) estate lots was submitted for approval in Hillsborough County that should typically take six months – is currently still in process after 12 months in review.
- In Pasco County, an already approved ALF site plan that simply wanted to modify a portion the approved unit mix from “assisted living” to “independent living” was informed they needed to resubmit and start the approval process completely over.

The Covid excuse was the obvious and easy answer over the past few years, but we are now hearing that reviewers on staff still cannot keep up with the significant volume that keeps coming in for approvals. The volume is largely the result of the influx of population into Florida and the Tampa Bay area since the two week Covid lockdown in the US in early 2020.

We still expect more in-migration to Florida, which is projected to continue to fuel the demand for Tampa’s suburban bedroom communities. Eastern Pasco and northern Manatee counties both continue to be significant beneficiaries due to the number of approved large MPUDs. As is typical, commercial development follows residential, which also has been the case in both areas that are in the path of development.

Are you facing delays for your project or other issues that may result in increased costs and an inability for the project to pencil? Do you want to save time, money, and avoid delays from governmental approvals? Then it’s time (or timely!) to consider some of my entitled listings:

1. Pasco County apartment site recently received site plan approval and is ready for a market rate/affordable/attainable/55+ development? [224 units](#)
2. Lake Thonotosassa Estate Lot [2.5 acres](#)
3. Windermere/Ocoee ALF Site [120 beds - 6.8 acres](#)

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Eshenbaugh
LAND COMPANY



How Election Cycles Influence Rezoning



From the desk of
Tyler Woody



The dynamics of election cycles can play a critical role in property rezonings, especially when it comes to development projects. As we've seen recently in Manatee County, political shifts can significantly impact the approval process for new developments. In the 2024 elections, four commissioner seats were up for reelection. Three of these seats will now be filled by newcomers, all with different stances on development compared to their predecessors. Such political turnover is bound to affect the trajectory of future developments in the county.

This isn't an isolated incident. Across Florida, elections are becoming battlegrounds for pro-development and anti-development candidates. The increasing demand for housing, driven by a growing population, has led to fierce debates over how to handle land use. Incumbent commissioners, often seen as pro-development, are being unseated by challengers promising to slow or halt new projects. This reflects a broader trend where local communities are voicing their concerns about rapid growth and its impact on infrastructure, the environment, and the quality of life.

For developers, this evolving political landscape poses a challenge. Election cycles can bring added risk to rezoning efforts, especially in highly contested races. During an election year, commissioners may hesitate to approve controversial rezonings for fear of alienating voters. In many cases, neighbors and community members who oppose a development will use this political leverage to voice their objections more strongly, knowing that elected officials are particularly sensitive to public opinion during this time.

This environment can lead to delays or outright denials of rezoning requests that might otherwise have been approved. Postponements are common as commissioners try to avoid making politically charged decisions that could cost them votes. Builders and developers should be mindful of these risks and adjust their timelines accordingly.

We recommend that developers seeking rezoning approvals aim to complete this process well before election season. If possible, getting approvals done before June of an election year allows developers to avoid the heightened political tensions that often emerge closer to November. On the other hand, if a project is highly contested and rezoning can't be secured before election season, it might be prudent to wait until after the elections when political stability returns.

In summary, while Florida's rapid growth is driving the need for more development, the outcome of local elections can significantly affect whether or not those projects move forward. Developers should proceed cautiously and plan their rezonings around election cycles to minimize risks and increase their chances of success.

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A New Season for Florida's New Home Market



From the desk of
Vaiko O'Grady



Pulte Table @ Home Show

After years of surging demand and rapid new home sales, the Sunshine State's housing landscape has changed. While temperatures have yet to fall, it's a bit cooler for Florida's homebuilders.

The past few years have seen home prices in Florida skyrocket, with the median sales price for new construction reaching over \$400,000 in many desirable markets. Increased development costs and regulatory fees have made it more difficult to build homes that many can afford. Coupled with the Federal Reserve's aggressive interest rate policy, many would-be buyers have been pushed to the sidelines.

Another challenge: resale home inventory in Florida is up significantly year-over-year. According to Realtor.com, in the Tampa metro, available inventory was up 95% year-over-year in July. In the Orlando area, it's up 76%. That's a lot of competition for new homebuilders, especially given that much of that inventory was built within the past decade.

In the face of these market headwinds, Florida's homebuilders have been forced to adapt their strategies to attract cautious buyers. Many are now offering a range of incentives, including price reductions and mortgage rate buydowns to help offset the impact of higher financing costs.

Part of their renewed effort is a stronger emphasis on engaging with the real estate agent community. Recognizing the crucial role that Realtors play in guiding and advising homebuyers, many builders have ramped up their outreach efforts.

One example: the recent sold-out Realtor Expo hosted by the Tampa Bay Builders Association. Dozens of homebuilders filled the event room at Armature Works, endeavoring to make an impact on some of the 400+ Realtors who attended. They knew that the media hype about the changing buyer commission rule left many Realtors wanting reassurance that builders will continue to incent them to bring qualified buyers. Builders were eager to show that they recognize the value that Realtors provide, especially in moving existing spec inventory.

Despite the current challenges, we are cautiously optimistic about the future of Florida's new home market. The state has enduring appeal as a destination for both domestic and international buyers, as well as the underlying fundamentals of strong population growth and limited land availability. (We're working on that land part!)

Florida has always been a magnet for those seeking sunshine, warmth, and a high quality of life. While the road ahead may be bumpy, the new home market will regain its footing. For now, builders and Realtors alike will need to navigate the shifting landscape with creativity, flexibility, and a renewed focus on driving traffic and sales.

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From Classroom to Master Class

By Josh Streitmatter



From the desk of
The Intern



After spending years in classrooms at University of South Florida, listening to lectures, and preparing for exams, I was eager to show off how much I knew. But in just one month at Eshenbaugh Land Company, I've realized that what you learn in textbooks barely scratches the surface of what it takes to succeed in this business.

From day one, I found myself immersed in a dynamic environment where every deal is unique, and each decision requires a deep understanding of both the market and the client. Working alongside Bill, Ryan, and the rest of the team has been a transformative experience. They've not only taught me the technical aspects of land brokerage, like zoning, entitlements, and the intricacies of commercial land use, but also the nuances of building relationships and negotiating deals—a skill set that simply cannot be taught in a classroom.

Bill's decades of experience have given me a firsthand look at the value of persistence and long-term vision in land deals. Whether it's patiently waiting for a deal to come to fruition or knowing when to push forward on an opportunity, Bill's insights have shown me that success in real estate is as much about timing and temperament as it is about knowledge.

Ryan's strategic approach to market trends and new technology has opened my eyes to how important it is to stay ahead of the curve. His ability to see the bigger picture and anticipate where the market is headed has been an invaluable lesson. More than once, I've seen him turn potential challenges into opportunities, a skill I'm learning to develop.

And then there's the entire team, the collaborative spirit, the open exchange of ideas, and the supportive environment that have made my transition from the classroom to the office both seamless and rewarding. Everyone at Eshenbaugh Land Company brings something unique to the table, and it's clear that while real estate is a competitive field, the key to long-term success is a willingness to share knowledge, offer support, and work as a cohesive unit.

In just a few weeks, I've learned more than I could have ever imagined. Every day is a new lesson, and every deal teaches me something new. I'm grateful for the mentorship and for the opportunity to learn from the best in the business. What I once thought of as a career choice now feels like a calling, and I'm eager to continue growing alongside this talented team.

It's safe to say that my education didn't end when I left the classroom—in fact, it's just begun.

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If you were
born in the 80s
raised in the 90s
& made it to 2024
you've lived in
5 different decades,
2 centuries,
2 different millennia
& you ain't even 50

- The Ultimate '80s Page

Cowboy Wisdom

“Wish I’d paid better attention during my first rodeo.”

Simon Holland

“Followers will never know how hard the leader works to create a path.”

Unknown

“The key to success is playing the hand you were dealt like it was the hand that you wanted.”

Unknown

“While others search for what they can take, a true king searches for what he can give.”

The Lion King

